

Abstract of the Disclosure

A SYSTEM AND METHOD FOR MOTIVATING SUBMISSION OF REAL-
ESTATE REFERRALS

A system and method are disclosed for encouraging buyers and sellers of real estate to submit requests for real estate referrals to a real estate referral management system. The system processes each referral and places it with a participating real estate professional who agrees to pay the system a "referral fee" upon the successful completion of the referees real estate transaction. As an inducement, the system will donate a substantial portion of any commission it receives to a charity of the real estate customers choice. In many states, the referee may also be able to personally take an income tax deduction for the donation, thus producing an added benefit and incentive. The real estate referral management system is designed to be painless to both the real estate customer and the charity to which the referee wishes the donation to go.

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